



SOUVIK SEN
S/4 HANA SALES_1909

SAP SD Consultant
(6+ Years of experience in SAP)

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Sex: Male | DOB: 20/10/1987 | Nationality: Indian

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JOB SKILLS

- Accomplished professional with **extensive experience** in **SAP SD & S/4 HANA-Sales**
- **Adept in OTC (SD) – Master data, transactional data, LSMW, pricing, credit management, output, consignment, third party, intercompany, STO, Shipping & billing**
- Expert in **User Exit**, functional module (**BADI & BAPI**)
- collaboration with operational team leaders and local business for SAP SD E2E implementation, automation in process rollout, support & integrations **SAP Fico, MM, PI**
- Exposure in configuration of various types of custom business scenarios like buyback sales, product replacement, extended warranty Etc. during Implementation and Rollout
- **SPOC**, consulting, directed solutions and involved in end user training
- Support end user to resolve daily basis L1 to L3 incident/issues and Enhancement
- Good analytical, problem solving, interpersonal, communication, and presentation skills, written and verbal-business writing skills
- Have the ability to work in fast paced environment, good team player and self-motivated professional with good knowledge of business processes.
- Rich Knowledge in Functional Area of Sales / Marketing

SKILLS

• SAP ERP Systems	SAP R/3, S/4 HANA 1809 & 1909
Cross Functional Modules	Fico, MM, PI, PS-EDI
Business Processes	OTC, STO, IPO, Third party, Consignment process, Sales return, Intercompany, Export Sale, Work Order, Credit/Debit memo, Pricing, Credit Management, Output.
Reporting	Z reports, Customer master data, sales & pricing report
Tools	LSMW, Remedy, JIRA, Snow, Smart Center, ALM

EXPERIENCE

FEB 2022 – Present

- **Advisory Consultant (SAP SD/OTC)**
IBM, Bangalore- India || Client- Johnson and Johnson (EMEA Development)
 - Responsible for Development/Enhancement project under Agile framework to achieve improvement and to optimize business process in SAP SD/SCM area for EMEA
 - Designing, building, testing business functionality's & new processes focusing on SAP order management, logistic execution and invoice
 - Worked on Output and Pricing related configuration & development

May 2021 – Feb2022

- **Snr. Consultant (SAP SD & S/4 Hana)**
Capgemini, Bangalore- India || Client-Novelis
 - Responsible for Enhancement projects and ensure changes implemented in the system based on business requirement for Germany, Switzerland & North America.
 - Involved in S/4 HANA- Sales brown field on premises conversion
 - Set up new BP role, grouping, customer integration and customer upload in S/4 Hana
 - Set up new contract category, new field combination for rebate settlement related minor changes
 - Worked on sales order automation based on IDOC conversion rule set up.
 - Set up STO process and worked on Pro forma validation & combination for STO

Feb 2019 – May 2021

● **Snr. Consultant (SAP OTC/SCM)**

Cognizant, Bangalore-India || Client-Merck

- Responsible for OTC/SD/SCM & LE related configuration & enhancement for EMEA & America's business.
- Analyzing the problem to provide solutions based on business generated demand.
- Designed multiple process like Cash sales, Rush order, Batch determination, Route determination.
- Worked for new mass upload program (BDC) with ABAP for customer credit control area
- Worked on pricing enhancement (New market place pricing)
- Worked with PI interface for E-invoice related changes for third party system like-Gov't tax GIB (Turkey), PEGASO(Mexico), Gosocket (Peru, Chile).
- Working on vet license validation in sales order for Animal Health
- Involved in FSD, TS, DAT, preparation and test run in ALM for every country specific minor changes

June 2016 – Feb2019

● **SAP SD Consultant**

Quinnox, Bangalore- India || Client-EFL (SP Group)

- Involved in various process design based on project requirement
- Designed consignment buyback process for D-line division
- Designed custom credit check process for security system division based on partner profile
- Worked on extended warranty process development in ECC

Key Highlights & Achivement :

- **Involved in Blue printing to Business process by preparing the process flow diagrams and as-is and to-be process for End to End Implementation**
- Involved in Realization and Preparation of Functional aspect for enhancement
- Thoroughly involved in configuration based on all business requirement during realization phase
- Worked on unit and integration testing
- Prepared configuration document and user manual
- Involved in cutover activity, go live & support phase of this project
- **Received appreciation certificate due to performance & on time deliverable of the project**

Jan 2011 – July 2014

Sales & Marketing officer (Domain)

GoodCare Pharma (P) Ltd, Bangalore- India

- Handled the super stockiest, Distributor for ensuring primary sales and ensuring ROI
- Devise creative ways to ensure and enhance brand visibility's.

CERTIFICATIONS

- S/4 HANA Sales 1809 & 1909 Certified
- SAP SD Certified

EDUCATION

Aug 2008 – July2010

- MBA (Marketing & IT) from West Bengal University of Technology-Kolkata, India

LANGUAGE

- English – Fluent German –Basic

**PERSONAL
SKILLS**

- Provide updates to **management, lead** and **co-ordinate** with clients
- Confident, articulate, and **professional speaking abilities** (and experience),
- **Empathic** listener and **persuasive** speaker, **influencing**, leading, and delegating abilities